

Message Text

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60

ACTION EUR-12

INFO OCT-01 IO-10 ISO-00 DEAE-00 CIAE-00 INR-07 JUSE-00

NSAE-00 SNM-02 SY-04 TRSE-00 USIA-06 NSC-05 OES-03

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R 281537Z FEB 75

FM AMEMBASSY ANKARA

TO SECSTATE WASHDC 8180

INFO USMISSION GENEVA

AMEMBASSY THE HAGUE

AMCONSUL ADANA

AMCONSUL ISTANBUL

AMCONSUL IZMIR

C O N F I D E N T I A L ANKARA 1713

EO 11652 GDS

TAGS: SNAR, TU, UN, NL

SUBJECT: DUTCH INTEREST IN TURKISH POPPY PROGRAM

REF: ANKARA 1633

1. DUTCH EMBOFF TOLD US FEBRUARY 27 THAT THE DUTCH FIRM (AKSO ENGINEERING) PARTICIPATING IN THE BIDDING FOR THE CONSTRUCTION OF AN ALKALOID PROCESSING PLANT IN AFYON (REFTEL) HAD NOT RPT NOT YET SUBMITTED A COMPLETE BID FOR TWO REASONS: A) THE ORIGINAL FEBRUARY 15 DEADLINE HAD NOT RPT NOT PROVIDED ENOUGH TIME TO PREPARE A COMPLETE PACKAGE; AND B) SPECIFICATIONS IN THE BID INVITATION WERE REGARDED AS TOO FAVORABLE TO THE GOT AND NOT RPT NOT SUFFICIENTLY ATTRACTIVE TO THE COMPANY. HOWEVER, THE FIRM HAD ASKED THE GOT FOR AN OPTION TO SUBMIT A COMPLETE BID AT A LATER DATE. FIRM REPRESENTATIVES SAID THEY WERE UNDER THE IMPRESSION THAT THEY AND A YUGOSLAVIAN FIRM WERE PRESENTLY THE LEADING CONTENDERS FOR THE CONTRACT. DUTCH EMBOFF TOLD US THE GOT HAD EXTENDED THE DEADLINE AND EXPECTED MORE BIDS (FOR A TOTAL OF 20 ALTOGETHER).

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2. THE SAME DUTCH FIRM, WHICH HAS PURCHASED (THROUGH A SUBSIDIARY)

SUBSTANTIAL QUANTITIES OF INCISED POPPY STRAW FROM TURKEY IN PST YEARS, SAID THE SOIL PRODUCTS OFFICE (TMO) HAD OFFERED TO SELL UNINCISED STRAW AT \$1000 RPT \$1000 PER TON IN IZMIR. HOWEVER, THE FIRM HAD FOUND THIS PRICE TOO HIGH.

3. COMMENT: DEPARTMENT WILL RECALL THAT THE PRICE MENTIONED BY TMO IN DISCUSSIONS WITH MALLINCKRODT OFFICIALS DURING JANUARY WAS \$1600 RPT \$1600 PER TON OF STRAW IN IZMIR. THE LARGE DIFFERENCE BETWEEN THE TWO REPORTED PRICES SUGGESTS THE TMO MAY BE TESTING TO SEE WHAT PRICE THE MARKET WILL SUPPORT.
BERGUS

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